2 pgs.
resend

February 29, 1996

To: J. W. Best
P. J. Cundari
R. M. Sanders
D. L. Wilmesher

Enclosed is best guess estimation of uses of T.P.I. for fiscal 1996. Our budget is $1.5MM and as you can see, we are clearly in a position of exceeding projected budget because:

1) May have additional programs not currently listed in (10 months) balance of year.
2) Estimates at this time are:
   April, May - fairly close
   Balance year - projections
3) By degree more spending in ctn. outlet than our business building emphasis on conv/gas would indicate.

You should also know Cary Jennings is going to a cost plus arrangement with our suppliers which will allow them a fair return but also be more efficient and just as effective as in the past. My feeling after discussing with merchandising managers is there is a lot of "heart" for this concept as it gives us a professional approach and allows implementation without field manpower which is less today than in most years.

To insure our expectations do not exceed our ability to fund T.P.I., I ask that you discuss with your merchandising managers to insure:

1) We want to T.P.I. the projects listed?
2) We have the immediate (we can count on in 1996) projects listed that we know today, and if not listed, best guess on other projects.
3) Other ideas on how to install merchandising sets, i.e., pay chain flat rate directly (avoids 15% handling costs), etc.
4) How necessary is T.P.I. (do we have heart vs. budget consequences)?

Looking forward to your response.

S. G. Hanes
/pl
Attachment
cc: B. K. Stockdale
J. V. Maguire

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Source: https://www.industrydocuments.ucsf.edu/docs/tjdn0000

THIRD PARTY FIXTURE INSTALLATIONS

2/26/96

Step N Shop	65	Reface / Refurbish Carton Fixture	Mike Bellisle	Nov-95	Dec-95	$35,000			$0		$35,000	Super Marketing	
Sentry	55	Install new overheads replacing	Kevin Barney	Nov-95	Dec-95	$19,000			$0		$19,000	Slate	
Macco	85	Install new carton fixtures and spring load package fixtures	Rob Woreland	Dec-95	Mar-96	$30,000			$0		$30,000	Super Marketing	
Food Lion	48	Replace casters on fixture / Install fixtures new stores	Floyd Cook	Dec-95	Jan-96	$29,806	$14,818		$14,818		$44,624	Slate	
Sunshine Sally	190	Install overheads	Eddie Pannell	Dec-95	Apr-96	$3,000	$30,233		$60,233		$63,233	Slate	
BP	353	Install backbar fixture	Lori MacWilliams	Jan-96	Feb-96		$56,148		$56,148		$56,148	Super Marketing	
Coastal	270	Place decor and security decals on package fixtures	Paul LaMarka	Jan-96	Feb-96		$42,730		$42,730		$42,730	Super Marketing	
Cumberland	650	Refurbish overhead	Tim Nerusi	Jan-96	Apr-96		$180,000		$180,000		$180,000	Slate	
Perky	490	Install Y - sign	Pat O'meara	Feb-96			$50,000		$50,000		$50,000	Super Marketing	
Delchamps	120	Carton and package fixtures	Frank Thomas	Mar-96			$72,000		$72,000		$72,000	Rite	
Food Lion	1070	Refurbish package fixtures	Floyd Cook	Apr-96	May-96		$200,000		$200,000		$200,000	Slate / Super Mrkting	
Super Fresh	78	Carton and package fixtures	Bob Fricke	May-96			$45,000		$45,000		$45,000		
Kroger (Tech)	120	Package fixtures (gondola end frame)	Gary Albers	Apr-96			$75,000		$75,000		$75,000		
Giant	23	Package fixtures (gondola end frame - 0350 Diagram)	Gary Albers	Apr-96			$25,000		$25,000		$25,000		
Brunz	250	Package fixtures	Jo Weiss	May-96			$90,000		$90,000		$90,000		
Mapco (Memphis)	85	Carton and package fixtures	Tom Melendy	May-96			$60,000		$60,000		$60,000		
Jewel Food	120	Package fixture security decals		May-96			$36,000		$36,000		$36,000		
Casey's	500	Package fixtures (PENDING)	Paul Strongren/Fiori	Jun-95			$25,000	$75,000	$100,000		$100,000		
Super America	980	Carton fixtures (PENDING)		Aug-96			$0	$420,000	$420,000		$420,000		
Kroger (Houston)	93	Package fixtures	Mike Stern	Aug-96			$0	$25,000	$25,000		$25,000		
Enco	200	OPM (Error factor - fixture maint.)					$10,000		$5,000	$5,000	$15,000		
Circle K	50	Package fixtures (on-going)							$0		$0		
Quik Trip	730	(PENDING)							$0		$0		
Winn Dixie	100	Labor only (PENDING)		Aug-96					$0		$0		
Albertsons	709	Package fixtures			Mar-96		$75,000		$75,000		$75,000		
						$118,899	$1,139,979	$520,000	$1,853,979	$5,000	$1,783,785		

Source: https://www.industrydocuments.ucsf.edu/docs/tjdn0000

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